

November 28, 2011

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Ms. Jocelyn Boyd
Chief Clerk and Administrator
South Carolina Public Service Commission
Synergy Business Park, The Saluda Building
101 Executive Center Drive
Columbia, South Carolina 29210

Re: Application of Fairfield Communications, Inc. for a Certificate of Public
Convenience and Necessity to Provide Local Exchange and Exchange
Access Service and for Flexible Regulation
Docket No. 2011-433-C

Dear Ms. Boyd:

Please find attached for filing the verified Direct Testimony of J. Brian Singleton on behalf of Fairfield Communications, Inc. in the above-referenced matter. By copy of this letter and Certificate of Service all parties of record are being forwarded a copy of Mr. Singleton's Testimony.

If you have any questions or need further information, please do not hesitate to contact me

Very truly yours,

McNAIR LAW FIRM, P.A.



Margaret M. Fox

MMF:rwm
Enclosures

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BEFORE
THE PUBLIC SERVICE COMMISSION OF
SOUTH CAROLINA
DOCKET NO. 2011-433-C

IN RE:

Application of Fairfield Communications, Inc. for a Certificate of)
Public Convenience and Necessity to Provide Local Exchange and)
Exchange Access Service and for Flexible Regulation)
_____)

TESTIMONY OF J. BRIAN SINGLETON

1 **Q. PLEASE STATE YOUR NAME AND BUSINESS ADDRESS.**

2 **A. My name is J. Brian Singleton. My business address is 112 York Street, Chester, South**
3 **Carolina 29706.**

4 **Q. BY WHOM AND IN WHAT CAPACITY ARE YOU EMPLOYED?**

5 **A. I am President and CEO of Chester Telephone Company, d/b/a TruVista, which is the parent**
6 **company of Fairfield Communications, Inc.**

1 **Q. PLEASE BRIEFLY OUTLINE YOUR EDUCATION, TRAINING, AND**
2 **EXPERIENCE IN THE TELEPHONE INDUSTRY.**

3 I have been with TruVista as its President and Chief Executive Officer since 2004. Prior to
4 joining TruVista, I held a variety of executive management positions with BellSouth
5 Telecommunications over the course of more than 20 years. In my current role as President
6 and CEO of TruVista, I am responsible for ensuring the long term business and financial
7 viability of the company; managing the activities of the company directly and through other
8 key personnel; interpreting and implementing policies; evaluating new business opportunities;
9 ensuring all operations comply with applicable federal, state, and local regulations; and
10 ensuring the overall success of the company. I earned a Bachelor of Science degree in
11 Business from the University of Alabama. I also attended executive management
12 development training at the Wharton School of Business at the University of Pennsylvania.

13 **Q. ON WHOSE BEHALF ARE YOU TESTIFYING HERE TODAY AND WHAT IS THE**
14 **PURPOSE OF YOUR TESTIMONY?**

15 **A.** I am testifying on behalf of Fairfield Communications, Inc. ("Fairfield"). By its Application,
16 Fairfield seeks an expansion of the certificate of public convenience and necessity previously
17 granted by the Public Service Commission of South Carolina ("Commission") in Order Nos.
18 2003-41 and 2007-1 in Docket No. 2002-355-C. The purpose of my testimony is to describe
19 the expanded geographic area Fairfield seeks to serve, and to demonstrate that Fairfield

1 possesses sufficient technical, financial, and managerial resources to provide local exchange
2 telecommunications services within the expanded area within the State of South Carolina.

3 **Q. PLEASE GIVE A BRIEF OVERVIEW OF FAIRFIELD COMMUNICATIONS.**

4 **A.** Fairfield was incorporated in the State of South Carolina in 1979 under the name Winnsboro
5 Cablevision, Inc. Fairfield amended its articles of incorporation in 1987 to change the
6 company's name to Winnsboro-Ridgeway Cablevision, Inc., and again in 2002 to change the
7 company's name to Fairfield Communications, Inc. In 2003, by Order No. 2003-41 in Docket
8 No. 2002-355-C, Fairfield received a certificate of public convenience and necessity to provide
9 local exchange and exchange access service to customers located in the Winnsboro exchange
10 currently being served by Frontier Communications of the Carolinas, Inc., formerly Verizon
11 South, Incorporated. In 2007, the Commission granted Fairfield's request to amend its certificate
12 to permit it to provide local exchange and exchange access service to customers located within
13 the portion of AT&T's service area located within Kershaw County. See Order No. 2007-1 in
14 Docket No. 2002-355-C. Both the certificate and the amended certificate were granted to
15 Fairfield upon a finding by the Commission that Fairfield has the technical, financial, and
16 managerial resources sufficient to provide the requested services within the State of South
17 Carolina, and that the Applicant met all other requirements of certification. Fairfield is a wholly
18 owned subsidiary of Chester Telephone Company, d/b/a/ TruVista, which has been providing
19 local exchange telephone service in the State of South Carolina since 1897.

1 **Q. TO WHAT AREAS IS FAIRFIELD COMMUNICATIONS PROPOSING TO EXPAND**
2 **ITS SERVICE IN THE CURRENT APPLICATION?**

3 **A.** Fairfield proposes to expand its service to those areas currently being served by AT&T in
4 Richland County. Fairfield initially will provide special access services in Richland County
5 pursuant to its existing Access Services Tariffs. Fairfield will provide a full range of local
6 exchange and exchange access services in Richland County once plant and facilities are in
7 place to enable Fairfield to provide such services in the expanded area. Fairfield's proposed
8 local exchange and exchange access services will be provided to customers located in the
9 expanded area under the same terms and conditions as it is currently providing to customers in
10 its presently certificated service area, at rates comparable to those of the incumbent LEC
11 serving the area.

12 **Q. DOES FAIRFIELD COMMUNICATIONS POSSESS SUFFICIENT TECHNICAL**
13 **AND MANAGERIAL RESOURCES TO PROVIDE THE SERVICES FOR WHICH**
14 **IT REQUESTS AUTHORITY?**

15 **A.** Yes. Fairfield possesses sufficient technical and managerial resources to provide the services
16 for which it requests authority. Fairfield has been operating as a competitive local exchange
17 carrier in South Carolina since 2003. Fairfield is a wholly-owned subsidiary of Chester
18 Telephone Company, d/b/a TruVista. As its parent and sole shareholder, TruVista manages
19 Fairfield through its directors and officers. The directors and officers of TruVista have
20 extensive experience in the telecommunications industry, including a substantial base of
21 operational, technical, and financial experience as it relates to operating local exchange

1 companies and other telecommunications operations in South Carolina. I have served as
2 President and Chief Executive Officer of TruVista since 2004. I have more than 27 years
3 experience in the telecommunications industry, as already described. The background and
4 experience of other key personnel of TruVista is outlined in Exhibit A to the Application.

5 **Q. DOES FAIRFIELD COMMUNICATIONS POSSESS SUFFICIENT FINANCIAL**
6 **RESOURCES TO PROVIDE THE PROPOSED SERVICES FOR WHICH IT**
7 **REQUESTS AUTHORITY?**

8 **A.** Yes. Fairfield has been operating as a competitive local exchange carrier since 2003.
9 Fairfield's 2010 Telecommunications Company Annual Report, attached to the Application as
10 Exhibit B, demonstrates that Fairfield is financially sound. Fairfield's parent company,
11 TruVista, has had telecommunications operations in South Carolina since 1897 and has
12 substantial plant and facilities in the State.

13 **Q. WILL GRANTING FAIRFIELD COMMUNICATIONS' REQUEST SERVE THE**
14 **PUBLIC INTEREST?**

15 **A.** Yes. The public interest of the citizens of South Carolina will be served by granting this
16 Application. The service provided by Fairfield will meet all service standards that the
17 Commission may adopt, and the provision of the service will not adversely impact the
18 availability of affordable local exchange service in South Carolina. Fairfield will actively
19 participate in the support of universally available telecommunications services at affordable
20 rates. Fairfield will enhance competition in the State of South Carolina by offering additional
21 service offerings and high quality service to South Carolina telecommunications consumers.

1 **Q. IS FAIRFIELD COMMUNICATIONS REQUESTING FLEXIBLE REGULATION OF**
2 **ITS LOCAL EXCHANGE SERVICE OFFERINGS?**

3 **A.** Yes. Fairfield was previously granted flexible regulation of its local exchange
4 telecommunications services in accordance with the principles and procedures established for
5 flexible regulation in Order No. 98-165 in Docket No. 97-467-C. See Order No. 2003-41 in
6 Docket No. 2002-355-C. Fairfield requests the same treatment for the services it proposes to
7 provide in the additional exchanges included in this Application.

8 **Q. WHAT WOULD YOU HAVE THE COMMISSION DO IN REGARD TO THIS**
9 **APPLICATION?**

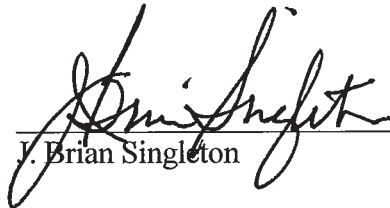
10 **A.** Fairfield Communications, Inc. respectfully requests that the Commission approve this
11 Application to amend its Certificate of Public Convenience and Necessity to permit it to
12 provide local exchange and exchange access service to customers located in those areas
13 currently being served by AT&T in Richland County, and grant flexible regulation for those
14 services consistent with the treatment of Fairfield's local services in areas it currently serves.

15 **Q. DOES THIS CONCLUDE YOUR TESTIMONY?**

16 **A.** Yes, it does.

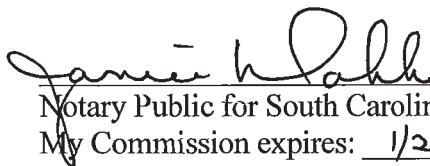
VERIFICATION

I, J. Brian Singleton, first being duly sworn, depose and say that I am President and Chief Executive Officer of Chester Telephone Company d/b/a TruVista, parent company of Fairfield Communications, Inc.; that I have read the foregoing pre-filed testimony and know the contents thereof; and that said contents are true.


J. Brian Singleton

SWORN to before me this

18th day of November, 2011.

 L.S.
Notary Public for South Carolina
My Commission expires: 1/28/2014

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Docket No. 2011-433-C

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**CERTIFICATE
OF SERVICE**

I, Rebecca W. Martin, do hereby certify that I have this date served one (1) copy of the attached verified Direct Testimony of J. Brian Singleton in the above-referenced matter upon the following parties causing said copy to be deposited with the United States Postal Service, first class postage prepaid and properly affixed thereto, and addressed as follows:

Shannon Bowyer Hudson, Esquire
Office of Regulatory Staff
1401 Main Street, Suite 900
Columbia, South Carolina 29201



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November 28, 2011

Columbia, South Carolina